

# **SUBJECT HEADING OUTLINE**

## **WITH SEARCH TERMS AND INDEX NUMBERS**

### **Index Number**

#### **I. NEGOTIATION (strategies and theories)**

##### **With or Without Assistance of a 3rd-party Neutral**

- |            |                |   |
|------------|----------------|---|
| <b>{1}</b> | <b>General</b> | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL-GENERAL |
|------------|----------------|---|

##### **With or Without Assistance of a 3rd-party Neutral - Theories**

- |            |                                 |  |
|------------|---------------------------------|--|
| <b>{2}</b> | <b>General</b>                  | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL-THEORY:<br>GENERAL       |
| <b>{3}</b> | <b>Cooperative</b>              | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL- COOPERATIVE             |
| <b>{4}</b> | <b>Competitive</b>              | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL- COMPETITIVE             |
| <b>{5}</b> | <b>Game Theory</b>              | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL- GAME THEORY             |
| <b>{6}</b> | <b>Economic</b>                 | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL- ECONOMIC                |
| <b>{7}</b> | <b>Negotiator's<br/>Dilemma</b> | NEG: W/ OR W/O ASSIST OF 3D-<br>PARTY NEUTRAL- NEGOTIATOR'S<br>DILEMMA |

##### **Tactics, Strategies and Techniques**

- |             |                           |   |
|-------------|---------------------------|---|
| <b>{8}</b>  | <b>General</b>            | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- GENERAL             |
| <b>{9}</b>  | <b>Preparation</b>        | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- PREP                |
| <b>{10}</b> | <b>Threats</b>            | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- THREATS             |
| <b>{11}</b> | <b>False Demands</b>      | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- FALSE DEMANDS       |
| <b>{12}</b> | <b>Power</b>              | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- POWER               |
| <b>{13}</b> | <b>Cooperative Tech.</b>  | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- COOP TECHNIQUES     |
| <b>{14}</b> | <b>Objective Criteria</b> | NEG: TACTICS, STRATEGIES AND<br>TECHNIQUES- USE OF OBJ CRITERIA |

## **OHIO STATE JOURNAL ON DISPUTE RESOLUTION**

<b>{15}</b>	<b>Other Areas</b>	NEG: TACTICS, STRATEGIES AND TECHNIQUES- OTHER
<b>{16}</b>	<b>Eval. Options &amp; Offers</b>	NEG: EVAL OF OPTIONS AND OFFERS
<b>{17}</b>	<b>Cultural Considerations</b>	NEG: CULTURAL CONSIDERATIONS
<b>{18}</b>	<b>Psychological Considerations</b>	NEG: PSYCH CONSIDERATIONS
<b>{19}</b>	<b>Bargaining Teams</b>	NEG: USE OF BARGAINING TEAMS
<b>{20}</b>	<b>Agents</b>	NEG: USE OF AGENTS

## **II. MEDIATION**

<b>{21}</b>	<b>Related Processes - General</b>	MED: RELATED PROCESSES- GENERAL
<b>{22}</b>	<b>Theories &amp; Strategies</b>	MED: RELATED PURPOSES- THEORY AND STRATEGIES
<b>{23}</b>	<b>Negotiated Rule-Making</b>	MED: NEGOTIATED RULE-MAKING
<b>{24}</b>	<b>Pre-trial Conferences</b>	MED: PRETRIAL CONF
<b>{25}</b>	<b>Public Policy</b>	MED: PUBLIC POLICY DIALOGUE
<b>{26}</b>	<b>Other Settlement Devices</b>	MED: OTHER JUDICIAL SETTLEMENT DEVICES
<b>{27}</b>	<b>Agreement to Use</b>	MED: OBTAINING AGREEMENT TO USE
<b>{28}</b>	<b>Timing</b>	MED: TIMING
<b>{29}</b>	<b>Guidelines</b>	MED: OPENING AND SETTING- GUIDELINES
<b>{30}</b>	<b>Communication</b>	MED: ENCOURAGING COMM AND NEG
<b>{31}</b>	<b>Caucusing</b>	MED: CAUCUSING
<b>{32}</b>	<b>Counseling</b>	MED: COUNSELING
<b>{33}</b>	<b>Psychological Factors</b>	MED: PSYCH FACTORS
<b>{34}</b>	<b>Representation of Client</b>	MED: REP OF A CLIENT DURING PROCESS
<b>{35}</b>	<b>Drafting</b>	MED: DRAFTING SETTLEMENT AGREEMENTS
<b>{36}</b>	<b>Independent Attorney Review</b>	MED: IND ATTY REVIEW
<b>{37}</b>	<b>Mediation Centers</b>	MED: FEES, FUNDING, AND ADMIN OF MEDIATION CENTERS

### **III. NON-BINDING RECOMMENDATION PROCEDURES**

<b>{38} General</b>	<b>NON-BINDING RECOMMENDATION PROC- GENERAL</b>
<b>{39} Mini-Trial</b>	<b>NON-BINDING RECOMMENDATION PROC- MINI-TRIAL</b>
<b>{40} Summary Jury Trial</b>	<b>NON-BINDING RECOMMENDATION PROC- SUMMARY JURY</b>
<b>{41} Neutral Fact-Finding</b>	<b>NON-BINDING RECOMMENDATION PROC- NEUTRAL FACT-FINDING</b>
<b>{42} Non-Binding Arbitration</b>	<b>NON-BINDING RECOMMENDATION PROC- NON-BINDING ARB</b>
<b>{43} Neutral Evaluation</b>	<b>NON-BINDING RECOMMENDATION PROC- EARLY NEUTRAL EVAL</b>

### **IV. ARBITRATION**

#### **Mandatory, Court Annexed Arbitration**

<b>{44} General</b>	<b>ARB: MANDATORY, COURT- ANNEXED- GENERAL</b>
<b>{45} Fees and Funding</b>	<b>ARB: MANDATORY, COURT- ANNEXED- FEES &amp; FUNDING</b>
<b>{46} Financial Disincentives</b>	<b>ARB: MANDATORY, COURT- ANNEXED- FINANCIAL DISINCENTIVES</b>
<b>{47} Trial De Novo</b>	<b>ARB: MANDATORY, COURT- ANNEXED- TRIAL DE NOVO</b>

#### **Other Arbitration Areas**

<b>{48} Binding Arbitration-General</b>	<b>ARB: BINDING ARB- GENERAL</b>
<b>{49} Obtaining and Enforcing Agreements</b>	<b>ARB: OBTAINING AND ENFORCING AGREEMENT TO ARB</b>
<b>{50} Selection of Arbitrators</b>	<b>ARB: SELECTION OF ARBITRATOR</b>
<b>{51} Training and Qualifi- cations</b>	<b>ARB: TRAINING AND QUALIFICA- TIONS OF ARBITRATOR</b>
<b>{52} Fees and Funding of Arbitrator</b>	<b>ARB: FEES AND FUNDING OF ARBITRATOR</b>
<b>{53} Preparation</b>	<b>ARB: PREPARATION</b>
<b>{54} Representation of Client in Arbitration</b>	<b>ARB: CLIENT REP</b>

## **OHIO STATE JOURNAL ON DISPUTE RESOLUTION**

<b>{55}</b>	<b>Serving as an Arbitrator</b>	<b>ARB: SERVING AS ARBITRATOR</b>
<b>{56}</b>	<b>Drafting Arbitration Agreements</b>	<b>ARB: DRAFTING ARB AGREEMENT</b>
<b>{57}</b>	<b>Final Offer Arbitration</b>	<b>ARB: FINAL OFFER ARB</b>
<b>{58}</b>	<b>Judicial Review of Arbitration</b>	<b>ARB: JUDICIAL REVIEW</b>
<b>{59}</b>	<b>Private Judging</b>	<b>ARB: PRIVATE JUDGING</b>

### **V. INSTITUTIONAL NATURE**

<b>{60}</b>	<b>General</b>	<b>INST NATURE: GENERAL</b>
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#### **Justice System**

<b>{61}</b>	<b>General</b>	<b>INST NATURE: JUSTICE SYSTEM-GENERAL</b>
<b>{62}</b>	<b>Appellate Courts</b>	<b>INST NATURE: JUSTICE SYSTEM-APPELLATE COURTS</b>
<b>{63}</b>	<b>Criminal Courts</b>	<b>INST NATURE: JUSTICE SYSTEM-CRIM COURTS</b>
<b>{64}</b>	<b>Family Courts</b>	<b>INST NATURE: JUSTICE SYSTEM-FAMILY COURTS</b>
<b>{65}</b>	<b>Justice of the Peace</b>	<b>INST NATURE: JUSTICE SYSTEM-JUSTICE OF PEACE</b>
<b>{66}</b>	<b>Other Civil Courts</b>	<b>INST NATURE: JUSTICE SYSTEM-OTHER CIVIL COURTS</b>
<b>{67}</b>	<b>Small Claims Courts</b>	<b>INST NATURE: JUSTICE SYSTEM-SMALL CLAIMS COURTS</b>
<b>{68}</b>	<b>Special Masters</b>	<b>INST NATURE: JUSTICE SYSTEM-SPECIAL MASTERS</b>
<b>{69}</b>	<b>Other</b>	<b>INST NATURE: JUSTICE SYSTEM-OTHER</b>

#### **Other Areas**

<b>{70}</b>	<b>Government Entities</b>	<b>INST NATURE: GOV'T ENTITIES</b>
<b>{71}</b>	<b>Religious Organizations</b>	<b>INST NATURE: RELIGIOUS ORGANIZATIONS</b>
<b>{72}</b>	<b>Secular, Private, Non-Profit Organizations</b>	<b>INST NATURE: SECULAR, PRIVATE, NON-PROFIT</b>
<b>{73}</b>	<b>Private, Profit Making Organizations</b>	<b>INST NATURE: PRIVATE, PROFIT-MAKING</b>

## **VI. SUBJECT MATTER APPLICATIONS**

<b>{74} General</b>	<b>SUBJ MATTER: GENERAL</b>
<b>{75} Antitrust</b>	<b>SUBJ MATTER: ANTITRUST</b>
<b>{76} Commercial</b>	<b>SUBJ MATTER: COMMERCIAL</b>
<b>{77} Civil Rights</b>	<b>SUBJ MATTER: CIVIL RIGHTS</b>
<b>{78} Community</b>	<b>SUBJ MATTER: COMMUNITY</b>
<b>{79} Consumer</b>	<b>SUBJ MATTER: CONSUMER</b>
<b>{80} Construction</b>	<b>SUBJ MATTER: CONSTRUCTION</b>
<b>{81} Corporate</b>	<b>SUBJ MATTER: CORPORATE</b>
<b>{82} Criminal</b>	<b>SUBJ MATTER: CRIMINAL</b>
<b>{83} Education</b>	<b>SUBJ MATTER: EDUCATION</b>
<b>{84} Environment</b>	<b>SUBJ MATTER: ENVIRONMENT</b>
<b>{85} Family (Domestic Relations)</b>	<b>SUBJ MATTER: FAMILY (DOMESTIC REL)</b>
<b>{86} Farm</b>	<b>SUBJ MATTER: FARM</b>
<b>{87} Government</b>	<b>SUBJ MATTER: GOV'T</b>
<b>{88} Government Contracts</b>	<b>SUBJ MATTER: GOV'T CONTRACTS</b>
<b>{89} Hospitals</b>	<b>SUBJ MATTER: HOSPITALS</b>
<b>{90} Housing - Rental</b>	<b>SUBJ MATTER: RENTAL HOUSING</b>
<b>{91} Insurance</b>	<b>SUBJ MATTER: INSURANCE</b>
<b>{92} International</b>	<b>SUBJ MATTER: INT'L</b>
<b>{93} Labor - General</b>	<b>SUBJ MATTER: LABOR-GENERAL</b>
<b>{94} Labor - Discrimination</b>	<b>SUBJ MATTER: LABOR-DISCRIMINATION</b>
<b>{95} Labor - Management (Union)</b>	<b>SUBJ MATTER: LABOR-MANAGEMENT (UNIONS)</b>
<b>{96} Labor - Employment (Non-union)</b>	<b>SUBJ MATTER: EMPLOYMENT (NON-UNIONS)</b>
<b>{97} Maritime</b>	<b>SUBJ MATTER: MARITIME</b>
<b>{98} Medical Malpractice</b>	<b>SUBJ MATTER: MEDICAL MALPRACTICE</b>
<b>{99} Other Professional Malpractice</b>	<b>SUBJ MATTER: OTHER PROF MALPRACTICE</b>
<b>{100} Prisons</b>	<b>SUBJ MATTER: PRISONS</b>
<b>{101} Probate</b>	<b>SUBJ MATTER: PROBATE</b>
<b>{102} Public Policy</b>	<b>SUBJ MATTER: PUBLIC POLICY</b>
<b>{103} Public Utilities</b>	<b>SUBJ MATTER: PUBLIC UTILITIES</b>
<b>{104} Regulatory</b>	<b>SUBJ MATTER: REGULATORY</b>
<b>{105} Science and Technology</b>	<b>SUBJ MATTER: SCIENCE &amp; TECHNOLOGY</b>
<b>{106} Securities</b>	<b>SUBJ MATTER: SECURITIES</b>
<b>{107} Sports and Entertainment</b>	<b>SUBJ MATTER: SPORTS &amp; ENTERTAINMENT</b>
<b>{108} Tax</b>	<b>SUBJ MATTER: TAX</b>

## ***OHIO STATE JOURNAL ON DISPUTE RESOLUTION***

<b>{109} Toxic Torts</b>	<b>SUBJ MATTER: TOXIC TORTS</b>
<b>{110} Torts - Other</b>	<b>SUBJ MATTER: OTHER TORTS</b>

### **VII. THIRD PARTY ISSUES**

<b>{111} Conflict of Interest for Third Party Neutral</b>	<b>3RD PARTY: CONFLICT OF INTEREST</b>
<b>{112} Liability and Immunity of Third Party Neutral</b>	<b>3RD PARTY: LIABILITY &amp; IMMUNITY</b>
<b>{113} Neutrality of Third Party</b>	<b>3RD PARTY: NEUTRALITY</b>
<b>{114} Practice of Law by Third Party Neutral</b>	<b>3RD PARTY: PRACTICE OF LAW</b>
<b>{115} Selection of Third Party Neutral</b>	<b>3RD PARTY: SELECTION</b>
<b>{116} Training of Third Party</b>	<b>3RD PARTY: TRAINING</b>
<b>{117} Volunteer or Lay Persons as Third Parties</b>	<b>3RD PARTY: VOLUNTEER OF LAY PERSONS</b>

### **VIII. TYPES OF SOURCES**

<b>{118} Bibliographies</b>	<b>TYPE OF SOURCE: BIBLIOGRAPHY</b>
<b>{119} Book Reviews</b>	<b>TYPE OF SOURCE: BOOK REVIEW</b>
<b>{120} Case Studies and Research Reports</b>	<b>TYPE OF SOURCE: CASE STUDY / RESEARCH REPORT</b>

### **IX. SETTLEMENT**

<b>{121} Authority to Settle</b>	<b>SETTLEMENT: AUTHORITY</b>
<b>{122} Enforcement of Settle- ment or Award</b>	<b>SETTLEMENT: ENFORCEMENT OF SETTLEMENT OR AWARD</b>
<b>{123} Pressures to Settle or Not Challenge</b>	<b>SETTLEMENT: PRESSURES TO SETTLE</b>

## **X. COMPARISONS**

- {124} Cross-cultural**
- {125} Historical**

**COMPARISONS: CROSS-CULTURAL**  
**COMPARISONS: HISTORICAL**

## **XI. REQUIREMENTS TO USE**

- {126} Contractual Clauses  
to Use**
- {127} Mandate to Use**
- {128} Statutory or Rules  
Requirements to Use**

**REQUIREMENTS: CONTRACTUAL  
CLAUSES**  
**REQUIREMENTS: MANDATE TO USE**  
**REQUIREMENTS: STATUTORY OR  
RULES**

## **XII. MISCELLANEOUS**

- {129} Agreement Upon Pro-  
cedure**
- {130} Compliance Issues**
- {131} Conference Proceed-  
ings - Materials**
- {132} Confidentiality**
- {133} Court Reforms to  
Accommodate Dispute  
Resolution Process**
- {134} Dispute Prevention**
- {135} Distinguishing Between  
Dispute Negotiations  
and Deal-making**
- {136} Economic Advantages of  
Alternative Dispute  
Resolution**
- {137} Effect of Process on  
Non-Participatory  
Parties**
- {138} Ethics - General**
- {139} Ethics - Misrepresenta-  
tion and Failure to  
Disclose**
- {140} Fairness**
- {141} Fundamental Critiques -  
"FISS"**
- {142} Issue and Claims Pre-  
clusive Effects**

**AGREEMENT ON PROCEDURE**  
**COMPLIANCE ISSUES**  
**CONFERENCE PROCEEDINGS**  
**CONFIDENTIALITY**  
**COURT REFORM**  
**DISPUTE PREVENTION**  
**DISPUTE NEG. v. DEAL MAKING**  
**ECONOMIC ADVANTAGES OF ADR**  
**EFFECT OF PROCESS ON NON-  
PARTICIPATORY PARTIES**  
**ETHICS: GENERAL**  
**ETHICS: MISREPRESENTATION,  
FAILURE TO DISCLOSE**  
**FAIRNESS**  
**FISS**  
**ISSUE & CLAIM PRECLUSIVE  
EFFECTS**

***OHIO STATE JOURNAL ON DISPUTE RESOLUTION***

<b>{143} Judicial Participation in the Process</b>	<b>JUDICIAL PARTICIPATION</b>
<b>{144} Legislation</b>	<b>LEGISLATION</b>
<b>{145} Ombudsperson</b>	<b>OMBUDSPERSON</b>
<b>{146} Organization Policies and Rules</b>	<b>ORGANIZATION POLICIES AND RULES</b>
<b>{147} Power Imbalance</b>	<b>POWER IMBALANCE</b>
<b>{148} Provisional Remedies in the Aid of Process</b>	<b>PROVISIONAL REMEDIES</b>
<b>{149} Quality Control</b>	<b>QUALITY CONTROL</b>
<b>{150} Relations of Process to Ongoing Litigation</b>	<b>RELATION TO ONGOING LITIGATION</b>
<b>{151} Role of Lawyers</b>	<b>ROLE OF LAWYERS</b>
<b>{152} Selection of Appropriate Processes</b>	<b>SELECTION OF APPROPRIATE PROCESS</b>
<b>{153} Senior Citizens as Parties</b>	<b>SENIOR CITIZENS AS PARTIES</b>
<b>{154} Subpoena and Discovery for Dispute Resolu- tion Hearing</b>	<b>SUBPOENA AND DISCOVERY</b>
<b>{155} Teaching</b>	<b>TEACHING</b>



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## **ANNOUNCING: ADR BIBLIOGRAPHY ON DISKETTE**

The *Ohio State Journal on Dispute Resolution (JDR)*, now in its eighth year as a leading journal in the area of alternative dispute resolution, is pleased to announce that the annual Bibliography Issue is now available on diskette in a database format. The diskette contains all the entries in the 1989 and 1990 Bibliography Issues (*Ohio State Journal on Dispute Resolution*, Vols. 7:3 and 8:1), and Dispute Resolution: A Selected Bibliography, 1987-88 edition, which is the work of Carole L. Hinchcliff. Ms. Hinchcliff is an Acquisitions and Collection Development Librarian at the Ohio State University College of Law Library. The diskette contains a comprehensive bibliography of over 3,000 articles written in the various fields of alternative dispute resolution from 1987-1990, and includes a brief summary of each article's contents. Each article is also assigned approximately four to ten search terms which identify the areas of ADR the article covers. Over 150 search terms are used, covering all different forms and applications of ADR. The original search term list was developed by Frank E.A. Sander, Nancy H. Rogers, Larry Ray, Charles E. Wilson and Carole L. Hinchcliff.

The diskette will be provided as an ASCII file. An ASCII file can be searched using a large number of word-processing and database programs; the price of these programs depends on the degree of sophistication required for the desired searches. The Ohio State University College of Law Library searches this database with MemoryMate™ software, which retails for about \$30. The *JDR* will not provide any technical support; all technical support should be provided by the software manufacturer for the search program you choose. A subscription for the diskette and annual updates will provide the ultimate comprehensive resource in this fast-growing area of the law. The cost of the 1987-1990 Bibliography diskette will be \$30.00 for subscribers to the *JDR*, annual updates at \$15.00; non-subscribers may purchase the diskette for \$50.00, annual updates at \$30.00, either through the *JDR* or through the American Bar Association. If you, your firm, or library is interested in procuring this indispensable ADR research tool, please send the information on the opposite page to the address listed.